



SBIR/STTR* Phase I Proposal Preparation Workshop

When: Friday, January 18, 2008
Where: Santa Fe Business Incubator, Santa Fe, NM
Time: 8:30 a.m. – 4:00 p.m.

Speakers: Greenwood Consulting Group

Learn from nationally respected SBIR/STTR experts, Jim and Gail Greenwood, during this dynamic one-day interactive workshop.

Register by contacting Shandra Clow at clow@lanl.gov by January 14. There is a registration fee of \$25 for this event. Sign up now! Space is limited!

This workshop is ideal for newcomers to SBIR and STTR, as well as experienced SBIR/STTR applicants who want to sharpen their Phase 1 proposal preparation skills. The workshop begins with a thorough overview of the SBIR and STTR programs and how they are changing over time. The discussion then shifts to a simple but effective four-step process for developing a competitive Phase 1 SBIR/STTR proposal. The workshop concludes with attendees having an opportunity to review, as a group, a sample Phase 1 proposal.

WHAT is the SBIR/STTR Program?

The SBIR Program is a federal grant program that provides \$2.5 billion per year to small technology businesses with the opportunity to propose innovative ideas that meet specific research and development needs of federal government agencies. In 2004, 105 New Mexico technologists received over \$27 million to fund feasibility and prototype projects toward commercialization.

WHO participates in SBIR?

Small for-profit, U.S.-owned technology companies with less than 500 employees with an innovative technology are eligible to participate. Statistically, the majority of awards go to small tech companies who are new to the SBIR Program. About 1/3 are first-time awardees. Over 66% of SBIR awards go to small companies with less than 25 employees.

Sponsored by: Los Alamos National Laboratory's Technology Transfer Division

*Small Business Innovation Research / Small Business Technology Transfer

